

# Comparisons of Job Characteristics

**Focus Occupation:** Advertising Sales Agents (41-3011)

**Associated Occupation:** Door-to-Door Sales Workers, News and Street Vendors, and Related Workers (41-9091)

[Compare Knowledge](#)

[Compare Skills](#)

[Compare Abilities](#)

[Compare Detailed Work Activities](#)

[Compare Tools and Technologies](#)

<<	Focus occupation element is much lower
<	Focus occupation element is lower
0	Focus occupation element is at a similar level
>	Focus occupation element is at a higher level
>>	Focus occupation element is at a much higher level

## Knowledge

Similarity of Focus Occupation to Associated Occupation: 93

**Focus Occupation:** Advertising Sales Agents (41-3011)

**Associated Occupation:** Door-to-Door Sales Workers, News and Street Vendors, and Related Workers (41-9091)

Associated Occupation's Key Knowledge Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating		Evaluation of Focus Occupation
Sales and Marketing	5.2	14.1	21.6	>>	Current knowledge level is likely more than sufficient
Customer and Personal Service	11.3	12.7	17.5	>>	Current knowledge level is likely more than sufficient

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O\*NET (Occupation Information Network) data.

## Skills

Similarity of Focus Occupation to Associated Occupation: 94

**Focus Occupation:** Advertising Sales Agents (41-3011)

**Associated Occupation:** Door-to-Door Sales Workers, News and Street Vendors, and Related Workers (41-9091)

Associated Occupation's Key Skills Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating		Evaluation of Focus Occupation
Persuasion	7.4	13.5	14.1	0	Current skill level may be sufficient
Social Perceptiveness	9.1	11.1	12.7	>	Skill level is likely sufficient
Service Orientation	7.9	10.7	12.0	>	Skill level is likely sufficient
Negotiation	6.8	9.7	11.6	>	Skill level is likely sufficient

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O\*NET (Occupation Information Network) data.

## Abilities

Similarity of Focus Occupation to Associated Occupation: 90

**Focus Occupation: Advertising Sales Agents (41-3011)****Associated Occupation: Door-to-Door Sales Workers, News and Street Vendors, and Related Workers (41-9091)**

Associated Occupation's Key Abilities Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating		Evaluation of Focus Occupation
Oral Expression	12.4	13.0	14.5	>	Current ability level is likely sufficient
Oral Comprehension	12.5	12.6	12.8	0	Current ability level may be sufficient
Speech Recognition	9.9	11.4	13.3	>	Current ability level is likely sufficient
Speech Clarity	10.2	11.2	13.9	>	Current ability level is likely sufficient
Written Expression	9.8	10.3	10.6	0	Current ability level may be sufficient
Written Comprehension	11.0	10.0	11.6	>	Current ability level is likely sufficient
Inductive Reasoning	10.2	9.7	9.8	0	Current ability level may be sufficient
Problem Sensitivity	11.1	9.4	9.1	0	Current ability level may be sufficient

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O\*NET (Occupation Information Network) data.

## Activities that Both Occupations Have in Common

Similarity of Focus Occupation to Associated Occupation: 79

**Focus Occupation: Advertising Sales Agents (41-3011)****Associated Occupation: Door-to-Door Sales Workers, News and Street Vendors, and Related Workers (41-9091)**

Work Activities	Exclusivity of Activity
Advise clients or customers	19
Calculate rates for organization's products or services	77
Conduct sales presentations	75
Demonstrate goods or services	76
Interview customers	71
Make presentations	13
Provide customer service	14
Sell products or services	69
Use computers to enter, access or retrieve data	3

Not all positions in these occupations will necessarily perform all of the listed activities. The exclusivity rating is an indication of how unique the activity is amongst all occupations. The maximum rating is 100. High scores indicate that only a small number of occupations engage in that activity.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O\*NET (Occupation Information Network) data.

## Tools and Technologies that Both Occupations Have in Common

Similarity of Focus Occupation to Associated Occupation: 85

**Focus Occupation: Advertising Sales Agents (41-3011)****Associated Occupation: Door-to-Door Sales Workers, News and Street Vendors, and Related Workers (41-9091)**

Tools and Technologies	Exclusivity
Computers	1
Data management and query software	1

Network applications software	1
Personal communication devices	2

Not all positions in these occupations will necessarily use all of the listed tools and technologies. The exclusivity rating is an indication of how unique the tool or technology is amongst all occupations. The maximum rating is 100. High scores indicate that only a small number of occupations use that tool or technology.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O\*NET (Occupation Information Network) data.